

RJ REYNOLDS

TOBACCO COMPANY

September 24, 1997

J. Campbell
Promotional Coordinator

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162201 / S. SHEFT
162202 / L. WALLON
162205 / P. BEARD
162206 / R. STEELE

SALEM TEAR TAPE PROGRAM

As information, Auer will not be receiving their October distribution of *Salem Tear Tape* which was scheduled to ship to retail accounts the week of 10/13/97.

Please ensure that the retail accounts on the attached list are not paid at store level for this October distribution.

If you have any questions, let me know.

Sincerely,

Judy

J. Campbell
Promotional Coordinator / 1610

/jc

cc: S. Schwalm

A. Zecca: Anthony, please ensure Pit Stop distribution / payment is handled accordingly.

*Re-Ordered
for arrival
10/7/97*

51859 6802

Retail Accounts with Vap Supplier for Salem Tear Tape Program (September / October)

SHIP ONE (1) DISPLAY TO EACH RETAIL ACCOUNT FOR SEPTEMBER / OCTOBER DRIVE PERIODS																		
SR	TER	ACCT	ACCOUNT NAME	ADDRESS	CITY	ST	WHL	SR	VAP	WHL	SR	NAME	SUPPLIER	King	FF 100	King	Lt 100	
162201		172568	PARKSIDE GROCERY	ROUTE 3	OSWEGATCHIE	NY	26300		AUER & COMPANY		0		2	2		2	2	
162202		020451	STAR QUIK STOP	807 MAIN ST	PHOENIX	NY	26300		AUER & COMPANY		0		3	3		3	3	
162202		075887	HANNIBAL QUICK MART	971 CAYUGA STREET	HANNIBAL	NY	26300		AUER & COMPANY		0		3	3		3	3	
162202		172777	FREDS NEWS	29 E UTICA ST	OSWEGO	NY	26300		AUER & COMPANY	941278		1	1		1	1		
162202		570591	ED & JEANS MARKET	95 ROCHESTER ST	PORT BYRON	NY	26300		AUER & COMPANY		0	8	8		8	8		
162202		598682	OSTRANDERS VILL MART	RT 11 & RT 104	MAPLE VIEW	NY	26300		AUER & COMPANY		0	2	2		2	2		
162202		712143	KTM MINI MART	2203 CT RT 1	OSWEGO	NY	26300		AUER & COMPANY		0	1	1		1	1		
162205		059975	SMOKEY'S TOB & NEWS	708 BUTTERNUT ST	SYRACUSE	NY	26300		AUER & COMPANY		0	2	2		2	2		
162205		348735	PARK MEAT & GROCERY	900 PARK AVE	SYRACUSE	NY	26300		AUER & COMPANY		0	1	1		1	1		
162205		379295	VALLEY FOODS	614 VALLEY DR	SYRACUSE	NY	26300		AUER & COMPANY		0	2	2		2	2		
162205		508300	HI BUY MARKET	501 AVERY AVE	SYRACUSE	NY	26300		AUER & COMPANY		0	5	5		5	5		
162205		577616	WOLF CONVENIENT STOR	339 WOLF ST	SYRACUSE	NY	26300		AUER & COMPANY		0	1	1		1	1		
162205		632266	BEST MARKET	526 E. WILLOW STREET	SYRACUSE	NY	26300		AUER & COMPANY		0	2	2		2	2		
162205		639477	COURTHOUSE NEWS&DELI	400 MONTGOMERY	SYRACUSE	NY	26300		AUER & COMPANY		0	2	2		2	2		
162205		649994	DAIVSON'S GROCERY	1219 MILTON AVE.	SYRACUSE	NY	26300		AUER & COMPANY		0	2	2		2	2		
162205		680984	SABAS FOOD MKT	405 POND ST	SYRACUSE	NY	26300		AUER & COMPANY		0	4	4		4	4		
162205		718903	PIT STOP #13	STATE FAIR BLVD	SYRACUSE	NY	26300		AUER & COMPANY		0	1	1		1	1		
162205		719909	STOP N SHOP 2	315 S GEDDES ST	SYRACUSE	NY	26300		AUER & COMPANY		0	2	2		2	2		
162205		750564	DAILY GRIND	24 MAIN ST	CORTLAND	NY	26300		AUER & COMPANY		0	1	1		1	1		
162206		173044	COLLAMER STOP & SHOP	6542 COLLAMER RD	EAST SYRACUSE	NY	26300		AUER & COMPANY	967521		1	1		1	1		
26300 Total															46	46	46	46

Pit Stop locations for Salem Tear Tape Program (September / October)

SHIP ONE (1) DISPLAY TO EACH RETAIL ACCOUNT FOR SEPTEMBER / OCTOBER DRIVE PERIODS														
TR	ACCT	FULL NAME	ADDRESS	CITY	ST	ZIP	WHLSE	VAP	WHLSE NAME	SUPPLIER	EF 100	LT King	Salem	Salem
162238	684885	PIT STOP #99	433 COUNTY ROUTE 3	FULTON	NY	26300	AUER & COMPANY	9100413			1	1	1	1
162230	718903	PIT STOP #13	STATE FAIR BLVD	SYRACUSE	NY	26300	AUER & COMPANY	0			1	1	1	1
162232	171321	PIT STOP #1	RTS 31 & 34	WEEDSPORT	NY	26300	AUER & COMPANY	0			1	1	1	1
0	205504	PIT STOP #6	10 W MAIN ST	WOLCOTT	NY	26300	AUER & COMPANY	0			1	1	1	1
162232	293068	PIT STOP #8	50 OWASCO ST	AUBURN	NY	26300	AUER & COMPANY	0			1	1	1	1
162232	315614	PIT STOP #9	RT 38 AT RT 104	NORTH VICTORY	NY	26300	AUER & COMPANY	0			1	1	1	1
162231	375975	PIT STOP #10	2080 E SHORE DR	LANSING	NY	26300	AUER & COMPANY	0			1	1	1	1
0	478875	PIT STOP #12	SOUTH ST & CANADA ST	RED CREEK	NY	26300	AUER & COMPANY	0			1	1	1	1
162624	508328	PIT STOP #07	608 E UNION ST	NEWARK	NY	26300	AUER & COMPANY	0			1	1	1	1
162231	681633	PIT STOP #2	RT. 11 & I 81	CORTLAND	NY	26300	AUER & COMPANY	0			1	1	1	1
0	681636	PIT STOP #11	14 EXCHANGE ST	GENEVA	NY	26300	AUER & COMPANY	0			1	1	1	1
0	818622	PIT STOP #4	RT 34 SOUTH ST RD	FLEMING	NY	26300	AUER & COMPANY	0			1	1	1	1
162232	917648	PIT STOP #5	RT 414, MAIN STREET	NORTH ROSE	NY	26300	AUER & COMPANY	0			1	1	1	1
162620	917660	PIT STOP #3	8463 BAY ST	SODUS POINT	NY	26300	AUER & COMPANY	0			1	1	1	1
						26300 Total					14	14	14	14